



TAC formed its Energy Solutions division in 1992. Since then, we have grown exponentially into the industry leader we are today. As part of TAC-Americas Inc., the Energy Solutions group has a wealth of experience, knowledge, and resources to meet your needs. TAC offers comprehensive services to its performance contracting customers. From the first feasibility study through the detailed energy audit and project installation, TAC listens to your needs. Unlike normal procurement programs, TAC's design-build approach aligns the motivations of the vendor and customer. We, as the general contractor, are contractually motivated to complete the project in a timely fashion and commission the effort to affect a finely-tuned system of energy conservation measures. Our collective motivation is to save energy and create the optimum environment for our customer. Through our energy savings guarantee, TAC is motivated to the same extent to affect the performance expectation.

TAC and our representatives perform all energy audits in your facilities, along with all engineering and retrofit design, equipment selection, control system commissioning and technical checkout, ongoing service and maintenance, measurement and verification activities, and customer training. Your account representatives will be responsible for all contract negotiations, evaluation of all financing options, and coordination in securing all needed state reviews and approvals.

After the installation is complete, a representative of our Performance Assurance Support Services department serves as a continuing point of contact to ensure that your project performs effectively. TAC employees also help train your staff to operate and maximize the efficiency of your new facility systems.

TAC acts as a "design-build" contractor and bears sole responsibility for the design, plans and specifications, construction drawings, record drawings, project scheduling, equipment procurement, construction management, start-up, acceptance inspections, punch-list development, and final acceptance inspection. As a successful turnkey project provider, TAC's Performance Contracting Construction Division adheres to the Codes and Standards required by all applicable local, state, and national governing bodies. Commonwealth of Virginia' standards and specifications for equipment, materials and workmanship will be followed except in the areas that TAC's standards are more rigorous.

We bring to every client the same ideas and philosophies that have insured our success with all of our customers. It is our goal to establish industry dominance in customer satisfaction through creative problem solving, performance assurance consulting, systems reliability, clear communications, and business integrity. We are also dedicated to strongly encourage an entrepreneurial and creative work environment, ethical conduct, enjoyment of accomplishment, and mutual respect among our employees and customers.

We are committed to being "THE BEST THERE IS" in our industry.

TAC feels very strongly that we are the industry choice as represented by our track record. We are in a unique position to say the **every** project we have performed is a good reference for us. We would like to be your vendor of choice as you look to the future with your facility needs.



Typical Project Staffing Plan

List each participant listed in this proposal and describe each participant's total responsibilities associated with this project.

PARTICIPANT'S NAME: TAC Americas

OVERALL PROJECT MANAGEMENT	Mike Mazanec, CEM, CDSM Mark Paul Project Manager	TAC TAC
BUILDING AUDITING	Dan Moffitt, CEM, CDSM, CLEP Brian Bash, CEM	TAC TAC
BASELINE ENERGY USE DEVELOPMENT	Dan Moffitt, CEM, CDSM, CLEP	TAC
ECM EVALUATION: Lighting HVAC/EMS	Mark Fisher, CEM, CLEP, Dan Kautz	TAC TAC
ECM SELECTION	Chad Breaux, PE	TAC
ENERGY AWARENESS TRAINING	Chris Fisher Jayson Gilliam	TAC
ENERGY ENGINEERING DESIGN Lighting HVAC/EMS	Mark Fisher, CEM, CLEP Dan Kautz	TAC TAC
ECM SAVINGS VERIFICATION	Ken Broach	TAC
ENERGY USAGE MONITORING	Ken Broach	TAC
ENERGY EVALUATION	Chad Breaux, PE	TAC
FINANCING	Chris Fisher	TAC
ANNUAL SAVINGS GUARANTEE	Ken Broach	TAC
FINANCIAL AFFILIATION	Stewart Shirey	Government Capital
SUBCONTRACTORS	TBD	